

Message Text

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PAGE 01 JIDDA 06843 180641Z

14-R
ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 L-03 INR-07 /028 W
----- 106176

P R 180611Z OCT 76
FM AMEMBASSY JIDDA
TO SECSTATE WASHDC PRIORITY 6115
INFO AMCONSUL DHAHRAN

C O N F I D E N T I A L JIDDA 6843

E.O. 11652: GDS
TAGS: ETEL, SA
SUBJ: STATUS OF PHASES II AND III - SAUDI AUTOMATIC TELEPHONE
PROJECT

REF: (A) JIDDA 4403, (B) JIDDA 6242

1. ON OCTOBER 18, 1976, THERE WILL BE MEETING OF BIDDERS
IN MINISTRY OF TELECOMMUNICATIONS AT RIYADH FOR PHASES II
AND III OF THE ATP. BIDS WILL BE DUE JANUARY 9, 1977.
2. INTERNATIONAL BIDDERS (REFTEL A) SEEKING PROJECT HAVE MORE
OR LESS FORMED NATIONAL CONSORTIUMS - U.S., GERMAN,
ITALIAN, JAPANESE, BRITISH, ETC. TO JOIN EFFORTS IN SECURING
BID. ONLY TOTALLY U.S. TEAM IS ONE LED BY ATT (WESTERN
ELECTRIC) AND INVOLVING COLLINS SYSTEMS INTERNATIONAL, INC.
(FORMERLY COLLINS RADIO) AND POSSIBLY AS CONSTRUCTORS,
THE CARLSON GROUP OF MASSACHUSETTS. ITT IS ALIGNED WITH
BELL OF CANADA IN A JOINT EFFORT.
3. CHIEF COMPETITORS TO WESTERN ELECTRIC GROUP IS SAID
TO BE JAPANESE CONSORTIUM LED BY NIPPON ELECTRIC COMPANY
(NEC).
4. WESTERN ELECTRIC/COLLINS EFFORTS TO GO NEGOTIATED
CONTRACT ROUTE WAS REBUFFED BY SAG REPORTEDLY BECAUSE
OF FLAP RAISED BY PHILIPS OF EINDHOVEN (DUTCH) SIMILAR
DIRECT CONTRACT EARLY THIS YEAR. KNOWLEDGEABLE SOURCE
REPORTS THAT THERE IS STILL SOME LOCAL BACKLASH RE
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PHILIPS PHASE I DEAL, BUT CONSIDERING SPONSOR, PRINCE

MOHAMED BIN FAHD, SON OF CROWN PPINCE, THIS PROBLEM
COULD BE OVERCOME. PHILIPS ABILITY TO PERFORM, HOWEVER,
REPORTEDLY BEING QUESTIONED.

5. WITH ALI REZA GROUP BEHIND ITT/ CANADIAN BELL, AND
OTHER POWERS SPONSORING REMAINING CONTENDERS, THE IN-
FIGHTING WILL BE ROUGH.

6. WESTERN ELECTRIC/COLLINS PROPOSAL BEING AIRPOUCHED
TO DEPARTMENT SEPARATELY FOR ATTENTION CHARLES CECIL
(NEA/ARP).
HORAN

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Message Attributes

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Margaret P. Grafeld
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